DOCUMENT RESUME

ED 368 403 JC 940 185

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TITLE 100 Ways To Save Money & Raise Money.
INSTITUTION American Association of Community Colleges, Washington, DC. Commission on Small/Rural Community Colleges
PUB DATE Mar 94
NOTE 12p.
PUB TYPE Guides - Non-Classroom Use (055)

EDRS PRICE MF01/PC01 Plus Postage.
DESCRIPTORS Community Colleges; Cooperative Programs; Educational Practices; *Fund Raising; *Institutional Advancement; Models; *Money Management; National Surveys; Personnel Policy; Private Financial Support; *Retrenchment; School Business Relationship; School Community Relationship; Two Year Colleges

ABSTRACT

Compiled by the Commission on Small and/or Rural Colleges of the American Association of Community Colleges, this document provides over 100 tips for saving money and suggestions for fundraising activities for community college practitioners across the nation. Ideas cover such topics as reducing staff and operational costs, innovative fundraising events, and community participation in college operations. For each idea, the name, community college, address, and phone number of a contact person is provided. Sample tips include the following: (1) using chili cookoffs, golf and tennis tournaments, raffles, and auctions to raise money; (2) creating an investments committee composed of local bankers and financial advisors; (3) holding luncheons with the college president to raise funds with targeted professional groups; (4) energy conservation programs, including the use of energy management systems, natural gas-powered electricity generators, more efficient light bulbs, and weather stripping; (5) contracting with local businesses to provide food, maintenance, security, and bookstore services; (6) staggering student support services to expand hours while keeping payroll at the same level; and (7) developing partnerships with local businesses, hospitals, and public organizations to share program costs. (ECC)

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ED 368 403

100 Ways to Save Money & Raise Money

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AACC Commission on Small and/or Rural Community Colleges

Compiled by
Carla Donaldson
& Ruth Mercedes Smith
Highland Community College
Freeport IL
March 1994

JC 940 185

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Ways to Save Money 100 Ways to Raise Money

Employ attorneys only as the need arises. Keeping a law firm on retainer can be expensive. Without the retainer, the college has the flexibility to employ the best attorney for the particular case at hand. Law has become so complex that lawyers now tend to specialize. The best attorney in one field may be incompetent in another area.

Keep a clean, well-maintained campus. A clean, well-maintained campus not only improves the learning environment, campus morale, and image of the college but saves money in the long run. The cleaner the facilities, the better the staff and students will keep the premises clean. Keeping the campus well-maintained keeps other defects from arising and saves on "down" time.

Use large deductibles in Your risk management Plan. Large deductibles will sometimes save substantial insurance premiums and will free up funds for expanded coverage. Most colleges are under-insured for liability coverage. A large umbrella policy is a "Must" for all colleges.

Have a light-bulb replacement Plan. The cost of lights is small in comparison to labor replacement and energy costs. If you're replacing bulbs as they burn out you're spending too much money in labor. Save labor costs, keep premises secure, and operations flowing smoothly by replacing all bulbs of a particular type at one time. Also, the selection of the type of bulb is important in saving energy costs.

Dr. Clifton W. Paderick
Sampson Community College
PO Box 318
Clinton, NC 28328 (910) 592-8081

Chippewa Valley Technical College received the 1992-93 Energy Conservation Award for using less energy per square foot than the other 15 institutions in the Wisconsin Technical College.

Norbert K. Wurtzel
Chippewa Valley Technical College
620 West Clairmont Ave.
Eau Claire, WI 54701 (715) 833-6207

Periodically, host "Luncheons with the President." Courting the public is important to fund raising and luncheons with the president works very well. One-hour, small-group sessions on campus with guests having something in common works best, i.e. select guests by profession. Keep the program moving fast and allow 10-minutes for "feed-back" at the end. Cover mission and goals, how well the college is doing, and how much better the college would do with additional resources. With the RDO coordinating, these luncheons take very little of the president's time; little or no preparation by the president is necessary after the first or second luncheon.

Dr. Clifton W. Paderick
Sampson Community College
PO Box 318
Clinton, NC 28328 (910) 592-8081

An essential element of successful fund-raising is involvement of the donors and community members with interest in the project. Direct contact with all potential donors and interested groups will result in a higher quality project and a greater chance that the fund-raising goal will be met.

Norbert K. Wurtzel
Chippewa Valley Technical College
620 West Clairmont Ave.
Eau Claire, WI 54701 (715) 833-6207

"With state and local funding dwindling, many community colleges increased their efforts to raise funds from the private sector. Once almost the exclusive domain of four-year institutions, more and more community colleges are joining with their foundations and development offices to solicit significant donations from alumni, the corporate world, through capital campaigns, and by holding major fund-raising events."

Paul Alcantra
Mammoth Lakes Community College
Mammoth Lakes, CA 93546

Ways to Save Money 100 Ways to Raise Money

Do not under-utilize the skills of employees. It has been estimated that in the American workplace highly-skilled professionals work at capacity less than 50 percent of the time. The remainder of the time they are performing tasks which could be done by individuals at a lower level. A perfect example of this could occur in a business and industry center where there are two contact persons in which both are highly skilled. If you analyze the task, it can be found that considerable funds could be saved by employing one contact person and one technician/ paraprofessional to do the leg work associated with the project. This concept also can be used in many places on the college campus.

John F. Backels
Dabney S. Lancaster Community College
P.O. Box 1000
Clifton Forge, VA 24422

Contracting bookstore, food, and vending services; use of bulk mail rates on large mailings; controls for outgoing long distance calling were implemented; moved custodians from day to night shifts.

Mike Posey
VP Business Affairs
Motlow State Community College
P.O. Box 88100
Tullahoma, TN 37388 (615) 455-8511

Because of prevailing wage laws NCMC is employing contractors to do construction and maintenance projects of less than $50,000. Personnel costs are more than offset by not having to pay prevailing wage.

Gene Hartley, Business Manager
North Central Missouri College
1301 Main
Trenton, MO 64683 (816) 359-5113

Using the process of attrition create a word processing center for faculty use. This will eliminate the need for departmental secretaries and provides a service to faculty such as dialing and dictating by phone.

Eduardo Marti, President
Tompkins Cortland Community College
170 North St.,Box 139
Dryden, N.Y. 13053 (607) 844-8211

An auction for donated items could be conducted on the public television station (city channels, etc.).

Mike Posey
VP Business Affairs
Motlow State Community College
P.O. Box 88100
Tullahoma, TN 37388 (615) 455-8511

Sell bookplates to put in new books in library - funds go to library. Give college lapel pin ($2.00 each in bulk) to contributors of a certain amount.

Leila Gonzales Sullivan
Middleschool Community-Technical College
100 Training Hill Rd.
Middletown, CT 06457 (203) 343-5701

"Ask and thou shalt receive" does not mean you will receive, but not asking does mean that you will not receive. All major college functions have sponsors, and anytime we need dollars we ask our alumni friends first.

Gene Hartley, Business Manager
North Central Missouri College
1301 Main
Trenton, MO 64683 (816) 359-5113

Friend Raiser/Fund Raiser Truck Party - in a hoe-down atmosphere. A new truck is raffled - dinner, drinks and silent auction add to the fun - $15,000 raised.

Jennifer Sager
Coordinator of Public Information & Development
Lord Fairvax Community College
P.O. Box 47
Middletown VA 22645 (703) 869-1120

Establish a Distinguish Alumnus Award and host a dinner for presentation. Charge an "Administrative" fee for the dinner.

Eduardo Marti, President
Tompkins Cortland Community College
170 North St.,Box 139
Dryden, N.Y. 13053 (607) 844-8211

Ways to Save Money 100 Ways to Raise Money

Develop business/industry partnerships for on-site laboratory use of high tech equipment.

Frank Turnage, President
Germanna Community College
P.O. Box 339
Locust Grove, VA 22805 (703) 423-1333

Install a natural-gas-powered peak-saving electricity generator.

Go to a self-funded medical insurance program.

Richard Behrendt
Sauk Valley Community College
173 IL Rt. 2
Dixon, IL 61081

Don't automatically fill any position when it becomes vacant. Could others do part of the work? A reclassification or two for those who take on the work can result in savings.

Steve Ward, Dean Administration
Centralia College
600 W. LOCUST ST.
Centralia, WA 98531 (206) 736-9391

Cut out mid-managers - streamline the organizational structure - it is possible!

James Ford, President
Skagit Valley College
2405 College Way
Mt. Vernon, WA 98273 (206) 428-1150

Computerize central plant.

Stan Pena
New Mexico Junior College
5317 Lovington Hwy.
Hobbs, N.M. 88240 (505) 392-5530

Outsource services such as bookstore, security, lawn care, cleaning.

Robert Baldygo
Blue Ridge Community College
Box 80
Weyers Cave, VA 24486 (703) 234-9261

Monte Carlo Night (play gambling casino) - table sponsors, prizes, gala black tie.

Frank Turnage, President
Germanna Community College
P.O. Box 339
Locust Grove, VA 22805 (703) 423-1333

Have an annual major event - antique/collectibles show, symphony concert, dress ball, etc.

Richard Behrendt
Sauk Valley Community College
173 IL Rt. 2
Dixon, IL 61081

Celebrate college anniversaries with a fund raiser. 40 Years Old Let us build an endowment $40 from everyone, especially alumnus; others give $400 or good excuse to raise $4,000.

Steve Ward, Dean Administration
Centralia College
600 W. LOCUST ST.
Centralia, WA 98531 (206) 736-9391

Cecil Community College has no cafeteria or food service division. Our Alumni Association caters for some College events. Members rotate events...raises $ and develops camaraderie.

Jane Sharrow, Director Alumni Assoc.
Cecil Community College
1000 North East Rd.
North East, MD 21901 (410) 287-1000

Auctions can raise $100,000!

Dr. Pat Kennicott, Exec. Dir. SVC Foundation
Skagit Valley College
2405 College Way
Mt. Vernon, WA 98273 (206) 428-1205

Alumni Tower

C. C. Brown
New Mexico Junior College
5317 Lovington Hwy.
Hobbs, N.M. 88240 (505) 392-4510

Ways to Save Money 100 Ways to Raise Money

Restructure debt.

Dr. Thomas Gamble
Dodge City Community College
2501 N. 14th Ave.
Dodge City, KS 67801 1 (800) 262-4565

Four day work week in summer.

Bob Huddleston
Dixie College
St. George, UT (801) 673-4811

Establish a central supply center with supplies purchased in bulk for the year. Each person is issued a debt card. The card identifies the person and his or her department. When supplies are needed, the person goes to the supply center, presents the card, and his department is charged.

Rebecca Wall
Anson Community College
P.O. Box 126
Polkton, NC 28135 (704) 272-7635

We cut the size of our class schedule from tab size to letter size (6x11 1/2 folded) and saved about $1,600 in postage for a bulk mailing of 55,000.

Kris Hensley
Patrick Henry Community College
P.O. Box 5311
Martinsville, VA 24151 (703) 638-8777

Rural schools seek cooperative arrangements to combine activities thereby reducing costs.

Tom Thomas
Illinois Central
One College Dr.
East Peoria, IL (369) 694-5431

Consolidating several smaller special events into one large, annual function.

Reducing entertainment costs by mailing cards with enclosure premiums.

Dr. Sherry Hoppe
Roane State Community College
P.O. Box 963
Harriman, TN 37748 (615) 882-4507

Ask area hospitals to support faculty positions in your health care programs.

Metro Lazorack
Blue Ridge Community College
Box 80
Weyers Cave, VA 24486 (703) 234-9261

Phonathon.

Dr. Thomas Gamble
Dodge City Community College
2501 N. 14th Ave.
Dodge City, KS 67801 1 (800) 262-4565

Through a series of community meetings, our college was successful in raising $704,000 in 18 months to match two Title IV Grants by stressing a once in a life time opportunity to endow $1.8 million.

Wayne Sullivan
602 W. Hill St.
Fulton, MS 38843 (601) 862-3101

The community college system in conjunction with business, industry, and the state section of the PGA sponsor a state open golf tournament.

Jack Crowley
Central Community College
P.O. Box 4903
Grand Island, NE 68802 1 (800) 562-9177

License Plates

Sharon Rawlings
Dixie College
St. George, UT (801) 673-4811

Ways to Save Money 100 Ways to Raise Money

Utilizing distance learning technology--computer assisted instruction, satellite courses, and videotapes--to offer a complete amount of applied science degree program at off-campus sites.

Dr. Dennis Tyson
Central Community College
P.O. Box 4903
Grand Island, NE 68802 (402) 462-5600

Stagger support service coverage to obtain maximum presence and availability to students while not increasing payroll. We have expanded service from 8-4:30 to 7-6 without adding payroll.

Desna Wallin
Clinton Community College
1000 Lincoln Blvd. (349) 242-6841

Local hospital pays part of cost for high cost nursing and respiratory program.

Marty Crabbs
Frederick Community College
7932 Opossumtown Pike
Frederick, MD 21702 (301) 846-2458

Look for alternate sources: government surplus, National Guard, Green Thumb workers, grants.

Dr. Richard Hudson
Southwest Virginia Community College
P.O. Box SVCC
Richlands, VA 24641 (703) 964-7500

Form an investments committee of local bankers and financial advisors to advise you on investing funds. (A relationship with these people can have a wide variety of positive results.)

Peggy Kauffman
Jefferson College
100 Viking Dr.
Hillsboro, MO 63050 ( ) 797-3000

Install an energy management control system to regulate individual classroom and building temperatures depending on usage, which will achieve significant savings in utility costs.

Dr. Robert Westrick
Lake-Sumter Community College
9501 U.S. Hwy. 441
Leesburg, FL 34788

Sell geology "rock boxes" to regional schools for $15. Use proceeds to finance making of Geology video tape. Also for sale to regional schools. (It worked!!)

Dick Little
Greenfield Community College
1 College Dr.
Greenfield, MA 01301 (413) 774-3131

Hold a tournament - golf, crochet, volley ball, or some crazy activity that people would enjoy participating in. Get local businesses to put up prizes for holes in one, lowest score/time, highest score/time, and so forth.

Judith Smith
Anson Community College
P.O. Box 126
Polkton, NC 28135

Our foundation board members and community leaders orchestrated a letter-to-the-editor campaign in the local paper urging support for the college's capital campaign. In just over 2 months, with 8 letters published, the effort netted over $23,000.

Kathleen Holt
Patrick Henry Community College
P.O. Box 5311
Martinsville, VA 24151 (703) 638-8777

Establish QUEST Program - Quality Undergraduate Education for Students who intend to Transfer.

Tom Campbell
Illinois Central
One College Dr.
East Peoria, IL (369) 694-5431

We are trying a charitable auction this year!

Dr. Pat Land
Roane State Community College
P.O. Box 962
Harriman, TN 37748 (615) 882-4507

Use team approach for capital fund drive. President, one board member, one business/industry representative.

Use partnership approach in a grant applications.

Desna Wallin
Clinton Community College
1000 Lincoln Blvd.
Clinton, IA 52732 (319) 242-6841

Ways to Save Money 100 Ways to Raise Money

Utilizing local business people to perform work for the center.

Paul Alcantra
Eastern Sierra Center/Cerro Coso Community College
2957 Birch St.
Bishop, CA 93514 (619) 873-4949

Using long distance learning (educational TV) to reduce number of adjuncts.

Dr. Betty Kyger
Columbia State Community College
P.O. Box 13155
Columbia, TN 38401 (615) 540-2517

Using local hospital resources on a shared basis for health services.

Mary Ellen Duncan
SUNY College of Technology at Delhi
Delhi, NY 13753 (607) 746-4184

When in a downsizing mode, consider reducing some 12 month contracts to 11 month contracts. The "extra" month off can either be spread throughout the year or taken at "down" times.

Aubrey Holderness
Colorado Northwestern Community College
500 Kennedy Dr.
Rangely, CO 81648 (303) 675-3202

All publications are transferred to the printer on computer disc. This saves time and a great deal of set-up cost.

Grades are given to returning students at registration to save on postage.

Dr. Jerry Robertson
Chesterfield-Marlboro Technical College
P.O. Drawer 1007
Cheraw, SC 29520 (803) 537-5286

Establish controls over "personal" office copiers to avoid hidden cost proliferation of toner, maintenance, etc.

Mike Janorsky
Cochise College
4190 W. Hwy. 80
Douglas, AZ 85607 (602) 364-0208

Partnerships with large local businesses.

David Clark
Frederick Community College
7932 Opossumtown Pike
Frederick, MD 21702 (301) 846-2438

We do the usual events, I.E., golf/tennis tournaments, gala ball, auction, donor receptions very well but are still waiting for the brilliant, creative new ideas that will be unique!

Mary Lawson
Southwest Virginia Community College
P.O. Box SVCC
Richlands, VA 24641 (703) 964-7348

Socially prominent board members host small groups of potential major donors in their homes. Two of our ladies served home-made rolls and coffee and raised more than $10,000 in one morning.

Peggy Kauffman
Jefferson College
100 Viking Dr.
Hillsboro, MO 63050 (?) 797-300

Accept donations of real property (land and/or buildings) located in blighted areas through the college foundation--with the understanding that the donor will permit immediate resale. Proceeds of such transactions can also qualify for matching dollars in some states.

Dr. Robert W[illegible]strick
Lake-Sumter Community College
9501 U.S. Hwy. 441
Leesburg, FL 34788

Win a mammoth home.

Paul Alcantra
Eastern Sierra Center/Cerro Coso Community College
2957 Birch St.
Bishop, CA 93514 (619) 873-4949

Golf tournament

Charles Sanders
Columbia State Community College
P.O. Box 1315
Columbia, TN 38401 (615) 540-2517

Ways to Save Money 100 Ways to Raise Money

Set up an incentive program for employees to offer cost savings ideas and suggestions. An 800 phone number "hot line" available to the public also may be worth considering by some.

Gene Blackweder
Kings River Community College
995 N. Reed Ave.
Reedley, CA 93654 (209) 638-0351

Be sure everyone in the college knows the financial situation so you can develop buy in.

Andy Smant
Coffeyville Community College
400 W. 11th
Coffeyville, KS 67337 (316) 251-7700

Automated energy management system.

Dan Flores
Laredo Community College
Laredo, TX (210) 721-5124

Institute E-mail to cut down paper memos.

James W. Newton
Ohio University Eastern Campus
45425 National Rd.
St. Clairsville, OH 43950 (614) 695-1720

Contract out as many functions as possible.

Harold Mitchell
Roanoke-Chowan Community College
Route 2 Box 46-A
Ahoskie, NC 27910 (919) 332-5921

We initated the practice of paying $40 per student for those students over the published class size. This allowed for consolidation of under enrolled classes and reduced the cost of adjunct sections.

Dr. Earl Carroll
Chipola Junior College
3094 Indian Circle
Marianna, FL 32446 (904) 526-2761

Have various technical programs do institutional "live work" projects from renovation to building a new facility. Must be well supervised.

Jimmy Hood
Wallace Community College
3000 Rangeline Rd.
Selma, AL 36701

Conducting a joint fund-raising event with another non-profit agency in the area.

Eeda Yajko
Colorado Mountain College
215 9th St.
Glenwood Springs, CO 81601 (303) 945-8691

Telephone solicitation by department of alumni for specific department needs.

John Haight
SUNY College of Technology at Delhi
Delhi, NY 13753 (607) 746-4184

Holding a President's Ball with silent art auction to increase visibility of college in community and to raise funds for president's endowment for excellence.

Mike Janorsky
Cochise College
4190 W. Hwy. 80
Douglas, AZ 85607 (602) 364-0208

"Encore" - A fine arts event, coordinated by volunteers, which brings a metropolitan symphony to a rural community college. Net revenue 1993 - $14,000.

Richard Ensman
Development and External Affairs
(716) 343-0055

Leasing space on existing towers (or providing land space) for microwave disk transmitters. We have raised $100,000 with no capital outlay.

Gene Blackweder
Kings River Community College
995 N. Reed Ave.
Reedley, CA 93654 (209) 638-0351

Develop organization, handle money in a credible manner, share that information with donors.

Terry Beason
Coffeyville Community College
400 W. 11th
Coffeyville, KS 67337 (316) 251-7700

Consort with two other institutions on applying for federal grants.

Dr. William Edmonson
Panola College
1109 W. Panola
Carthage, TX 75633

Equip grants office with desktop publishing capability.

Gail Ouich
Technical College of the Low Country
P.O. Box 1288
Beaufort, SC 29902 (803) 525-8216

Cooperation with local school district in maintenance.

Richard Bond
Morgan Community College
Ft. Morgan, CO 80701

Eliminate mid-level management positions. Combine management of instruction and student services. Do by attrition if time allows.

Stephen Kridelbaugh
Southwestern Oregon Community College
1988 Newmark
Cads Bay, OR 97420 (503) 888-7401

Change to new energy saving light ballasts and lower cost bulbs.

Ross Benschoter
South Florida Community College
600 W. College Dr.
Avon Park, FL 33825 (813) 453-6661

Form local consortium for the purchase of goods and services - such as purchase of office supplies, paper products, garbage collection, security services, etc.

Allen Ruter
Lehigh Carbon Community College
4525 Education Park Dr.
Schneeksville, PA 18078 (610) 700-1152

Encourage the establishment of endowment funds, spending only interest earned.

Carolyn Thompson
Nash Community College
Old Carriage Rd.
P.O. Box 7488
Rocky Mount, NC 27804 (919) 443-4011

Contract out the operation of auxiliary services - bookstore and cafeteria - eliminate all costs and generates guaranteed profit.

Dan Flores
Laredo Community College
Laredo, TX (210) 721-5124

Golf outing, with local business/industry sponsoring a team.

James W. Newton
Ohio University Eastern Campus
45425 National Rd.
St. Clairsville, OH 43950 (614) 695-1720

Involve the community - use of auxiliary services.

Harold Mitchell
Roanoke-Chowan Community College
Route 2 Box 46-A
Ahoskie, NC 27910 (919) 332-5921

Local hunting clubs donate deer, hogs, dove, quail, and fish. We offer a $25 per plant dinner and auction each Spring. The wild game dinner served 1,200 last year and netted $56,000.

Dr. Jerry Kandzen
Chipola Junior College
3094 Indian Circle
Marianna, FL. 32446 (904) 526-2761

Contracting with industry and other agencies to perform services such as training, etc.

Julius Brown
Wallace Community College
3000 Rangeline Rd.
Selma, AL 36701 (205) 875-2634

Business partnerships example: Banks purchase computer equipment for 1 lab.

Sell college logo watches.

Recycling "white goods".

Gail Ouich
Technical College of the Low Country
P.O. Box 1288
Beaufort, SC 29902 (803) 525-8216

Ways to Save Money 100 Ways to Raise Money

Each employer contributes $xxx to scholarship for foundation fund for each graduate it employs (annually).

Dr. Larry McDougle
Northwest State Community College
Archbold, OH 43502 (419) 267-5511

Reduction in electricity consumption for the setting of peak demand via conservation scheduling adjustments and electronic control and monitoring has saved us the most money and continues to do so.

Darrell Rames
Navarro College
3200 W. 7th Ave.
Corsicana, TX 75110 (903) 874-6501

The most effective single thing we have done is install energy management throughout the campus. Twelve years of EMS have saved us over $1.5 million.

Ed Smith
Lincoln College
300 Keokak
Lincoln, IL 62656 (217) 732-3155

Grandfather changes in the custodial contract in order to save money as new people are hired.

Use a consultant to review utility bills. The cost is a percentage of the savings, a win-win situation.

Frank Zeller
I.V. Community College
R.R. 1
Oglesby, IL 61358 (815) 224-2351

By using state prisoners to perform labor on the college campus. E.g. cafeteria, grounds, custodial services.

James Williams
Northeast Mississippi Community College
Cunningham Blvd.
Booneville, MS 38829 (601) 728-7751

Energy containment program.

Tom Schmidt
Carl Sandburg
2232 S. Lake Storey Rd.
Galesburg, IL 61040

An annual fund campaign.

Mike Gaudette
Southwestern Oregon Community College
1988 Newmark
Cads Bay, OR 97420 (503) 888-7210

Special campaign for library books.

"Send a Book to College Campaign"

Don Appelquist
South Florida Community College
600 W. College Dr.
Avon Park, FL 33825 (813) 453-6661

Special Events - Golf Tournament

Carolyn Thompson
Nash Community College
Old Carriage Rd.
P.O. Box 7488
Rocky Mount, NC 27804 (919) 443-4011

Creation of a foundation with a full-time director is essential to the development of a long range fund raising effort.

Tim Schnaus
Navarro College
3200 W. 7th Ave.
Corsicana, TX 75110 (903) 874-6501

Recent alumni (to '90) have their gifts matched by a corporate or business sponsor up to an agreed-upon maximum. 1992-93 yield was $28,000 in new dollars. Faculty-staff scholarship donations exceed $10,000 per year. 100% participation.

Jack Nutt
Lincoln College
300 Keokak
Lincoln, IL 62656 (217) 732-3155

Endowment Challenge Grant

Phil Mackey
Carl Sandburg
2232 S. Lake Story Rd.
Galesburg, IL 61401 (309) 444-2518

Ways to Save Money 100 Ways to Raise Money

Sharing of administrative positions with local school district.

Leasing of office space to local school district administration.

Dr. Joe Treece
Otero Junior College
1802 Colorado Ave.
LaJunta, CO 81050

Turn out the lights and turn down the heat. Saves thousands of dollars-not unique, but substantial.

Jeff Baker
Fulton Montgomery Community College
2805 Hwy. 67
Johnstown, NY 12095 (528) 762-4651

Upgrade fluorescent lighting with a new type of ballast called solid state and a new style of tube call T-8.

Weather stripping of doors, windows and sealing of cracks with silicone caulking.

Install energy management systems.

Replace outside mercury vapor lighting with high pressure sodium lighting.

Heat of Tech shops and worshops with gas infared heating systems.

Heating pool and shower water with natural gass cogeneration units.

Ed Stevens
Director Physical Plant & Maintenance
Highland Community College
Freeport, IL 61032 (815) 235-6121

Our thanks to all the colleges who responded to the request for ideas.

One idea that has worked for Mississippi Gulf Coast Community College is an annual "Showcase" Golf Tournament. This tournament is held to raise money for scholarships for deserving students to attend MGCCC.

The Baptist Student Union at Mississippi Gulf Coast Community College recently hosted a unique fund raiser, called "Not Another Banquet" banquet. Several hundred people were asked to give $10 a plate not to come to the banquet. A musician paid not to perform, a restaurant not to cater, a reporter not to emcee, etc. A large number of people including Governor Fordice, several legislators, doctors, 24 attorneys, and many others participated.

To date, the event raised over $7,500 to send students on summer missions.

This event was covered by CNN News, Paul Harvey, ABC's Peter Jennings, local media and newspapers across the country.

Mrs. Nell Murray
Executive Assistant for Development
Mississippi Gulf Coast Community College
Post Office Box 67
Perdinston, Mississippi 39573 (601) 928-6205

Chili Cook-off. Proceeds from this are going to charity but can go to scholarships, building fund or whatever is desired.

Jeff Baker
Fulton Montgomery Community College
2805 Hwy. 67
Johnstown, NY 12095 (528) 762-4651

For the annual phonathon, campus clubs do the calling and receive 10% of everything they raise. This approach has increased giving each year, helped support student organizations, and provided an enthusiastic corps of callers.

Alan Marble
Director of Development
Crawder College
Neusho, MO 64850

To raise money for our recent referendum fund, we held a silent auction of items donated by faculty and staff.

Tom Myers
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